

CON 100: SHAPING SMART BUSINESS ARRANGEMENTS

Personnel new to the contracting specialty will gain a comprehensive understanding of the environment in which they will serve. Students will develop professional skills for making business decisions and for advising other acquisition team members in successfully meeting customers' needs. Before beginning their study of technical knowledge and contracting procedures, students will learn about the different mission areas and the procurement alternatives for each. Knowledge management and information systems will be introduced as well. Small group exercises will prepare the students to provide contracting support within the overarching business relationships of government and industry.

Objectives:

Students who successfully complete this course will be able to:

- Describe the acquisition/contracting mission and its impact on the American economic system;
- Select training and development opportunities for career progression;
- Describe the interdependence of functional team members;
- Describe the importance of the oversight roles of the Government Accountability Office;
- Explain the characteristics and responsibilities of the contracting professional in the role of a business advisor;
- Explain the distinctive interests of both the buyer and seller and the role those interests play;
- Determine the relationship between financial and acquisition communities and how fundamental financial principles and requirements are important;
- Describe commercial acquisition and government-unique requirements of market research in identifying the best arrangements to meet mission requirements; and
- Explain e-business and information technology in supporting business processes.

Who Should Attend: CON 100 is for personnel who are new to the contracting workforce.

Prerequisite: None

Length: 5 class days

2006 Offerings

April 3	Washington, DC	May 15	Washington, DC
April 3	Washington, DC	May 22	Washington, DC
April 10	Washington, DC	June 5	Washington, DC
April 10	Washington, DC	June 12	Washington, DC
April 17	Denver, CO	June 19	Washington, DC
April 24	Washington, DC	June 26	Washington, DC
May 1	Washington, DC	June 26	Miami, FL
May 8	Denver, CO	July 10	Denver, CO
May 15	Kansas City, MO	July 10	Washington, DC

July 24	Washington, DC
July 31	Washington, DC
August 7	Chicago, IL
August 7	Seattle, WA
August 28	Washington, DC
September 11	Washington, DC
September 11	Chicago, IL
September 25	Washington, DC